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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

COMMERCIAL HEAT TREATERS SHOW 1.5% INCREASE IN SALES OVER JULY 1988

For July 1989 the Metal Treating Industry recorded sales of $41.5 million, up from the previous July when billings amounted to $41.0 million. However, sales took a large dip, falling 16% from June (1989).

For the year to date, billings have reached $338 million, 4.7% above the 1988 total at this point of $323 million.

On the district level, five of nine MTI districts exceeded their July 1988 performance; seven out of nine are above their January-July total for 1988.

A summary of percentage change by geographic regions follows:

	District	Jul 89 vs. Jul 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	1.0	0.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.5	5.3
3	South Central (W.PA-OH-IN-KY)	- 0.3	7.9
4	Michigan	1.2	4.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 1.5	8.8
6	North Central (IL-WI-MN-MO-IA)	5.5	4.7
7	Pacific Coast (CA-AZ-ORE-WASH)	8.3	8.4
8	Southwest (TX-OK-AR-CO-LA-UT)	- 7.2	- 4.1
9	Canada	- 5.6	- 0.1

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

JULY, 1989

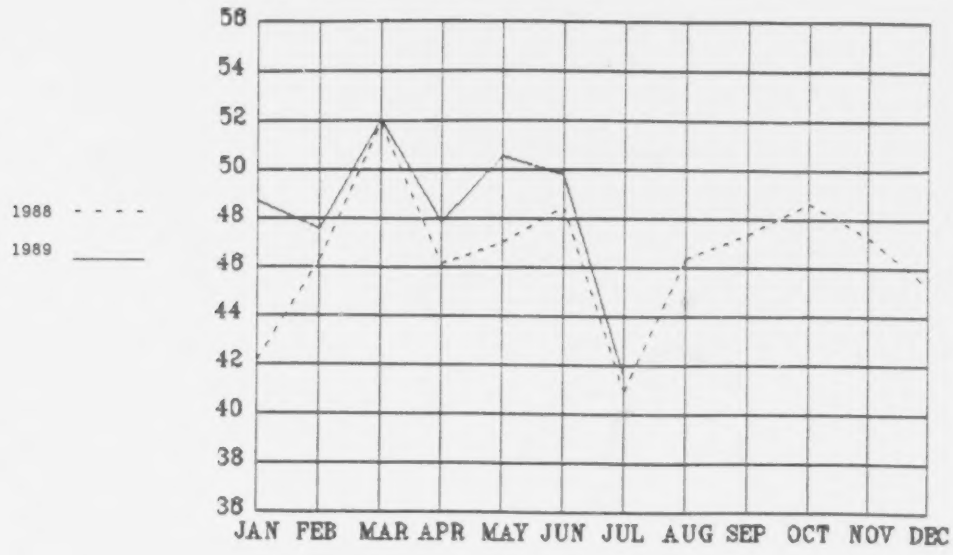
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	40960.1	41571.8	1.5	100.0	100.0
Dist. 1	16	2758.1	2785.2	1.0	6.7	6.7
Dist. 2	26	4006.8	4107.9	2.5	9.8	9.9
Dist. 3	38	6874.1	6855.6	- 0.3	16.8	16.5
Dist. 4	24	5365.8	5430.5	1.2	13.1	13.1
Dist. 5	19	2483.8	2447.4	- 1.5	6.1	5.9
Dist. 6	33	7398.2	7804.6	5.5	18.1	18.8
Dist. 7	26	5645.4	6114.4	8.3	13.8	14.7
Dist. 8	16	2687.7	2495.2	- 7.2	6.6	6.0
Dist. 9	14	3740.2	3530.8	- 5.6	9.1	8.5
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	322973.7	338066.9	4.7	100.0	100.0
Dist. 1	22497.9	22582.0	0.4	7.0	6.7
Dist. 2	31981.3	33674.2	5.3	9.9	10.0
Dist. 3	52779.5	56970.6	7.9	16.3	16.9
Dist. 4	43320.5	45404.1	4.8	13.4	13.4
Dist. 5	18540.9	20163.8	8.8	5.7	6.0
Dist. 6	61128.0	63983.9	4.7	18.9	18.9
Dist. 7	41275.3	44723.4	8.4	12.8	13.2
Dist. 8	20435.6	19590.0	- 4.1	6.3	5.8
Dist. 9	31014.8	30974.5	- 0.1	9.6	9.2

MILLIONS NATIONAL BILLINGS

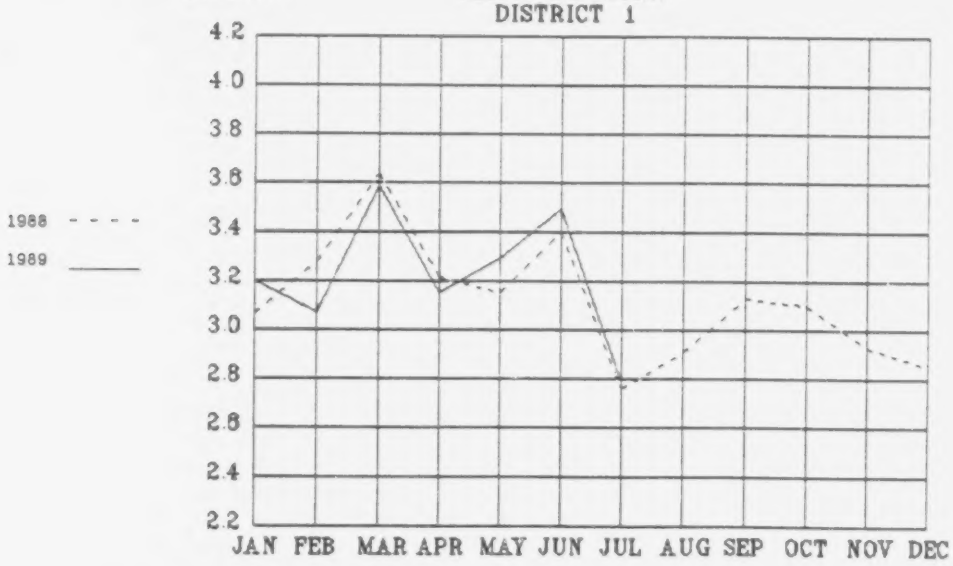


1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.7	2.8	0.2	3.6	7.5	2.6	1.5					
% Change	Cumulative	15.7	8.9	5.7	5.2	5.7	5.1	4.7					

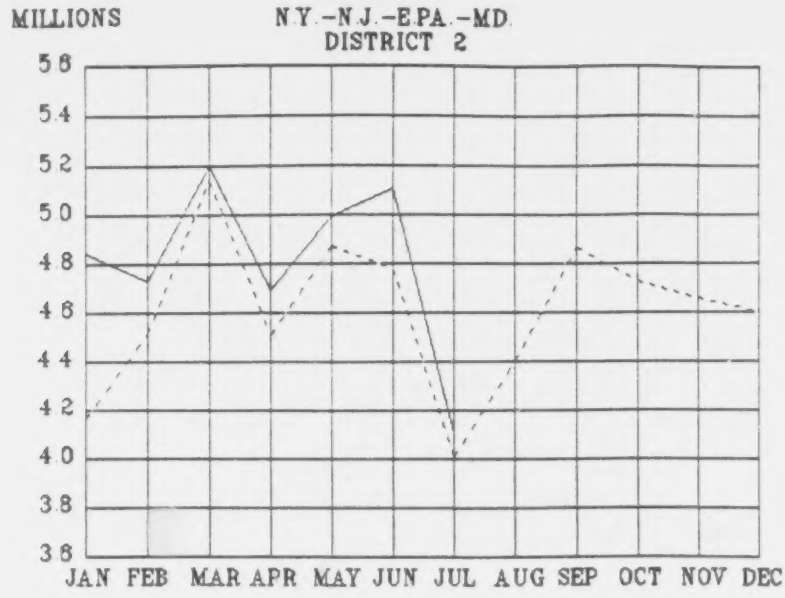
MILLIONS MASS.-R.I.-CONN. DISTRICT 1



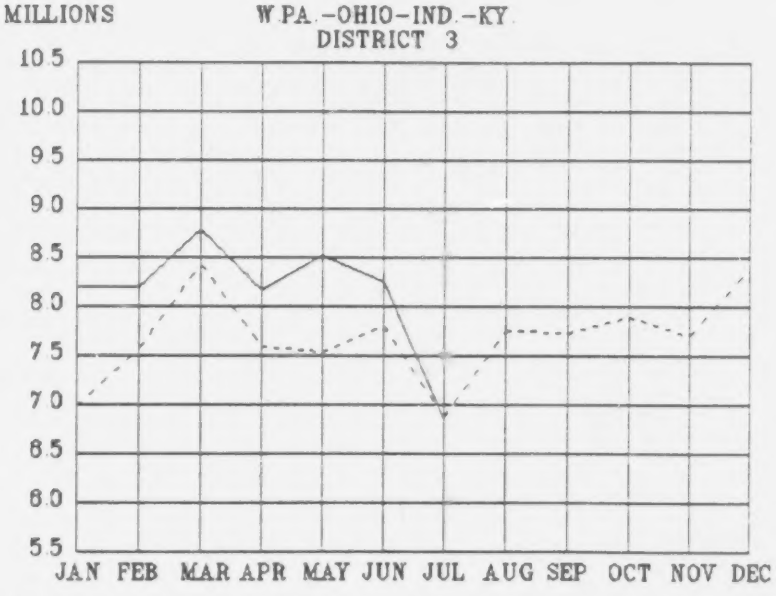
1988 - - - -

1989 ———

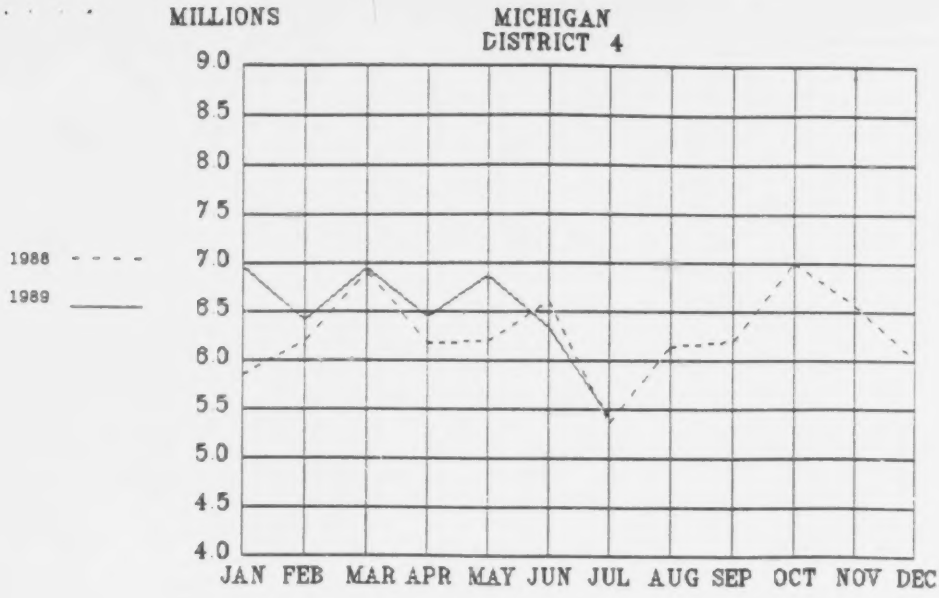
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.6	2.8	1.0					
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.3	0.4					



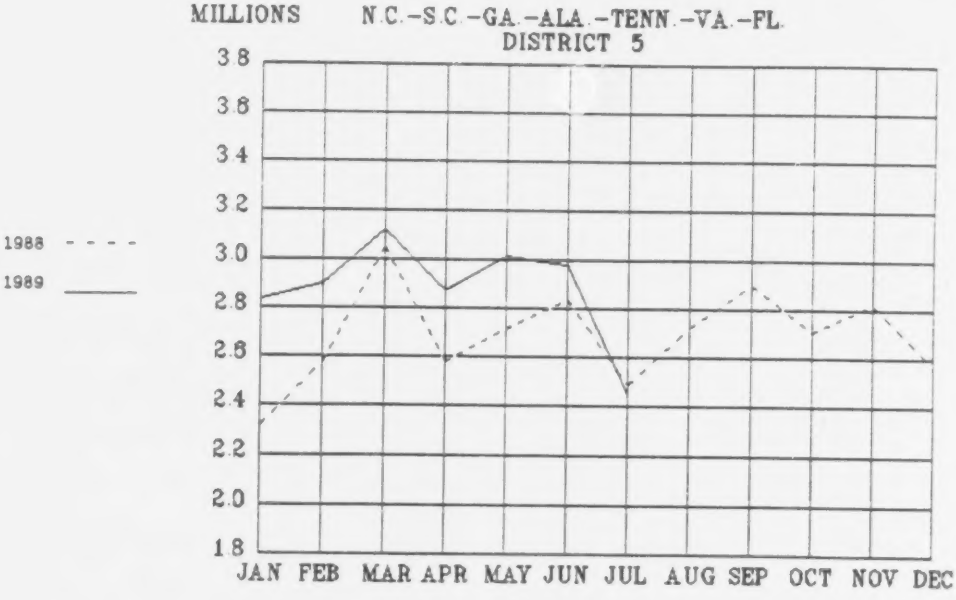
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	6.9	2.5					
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3					



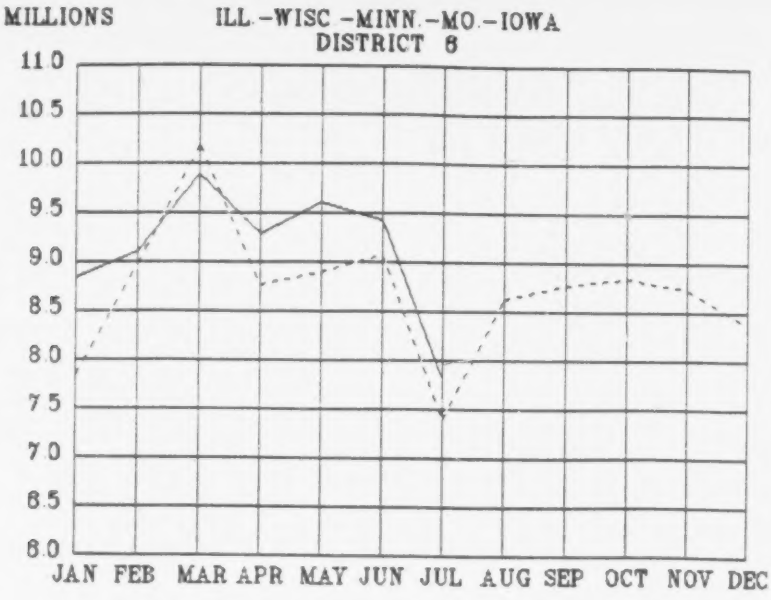
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	8.3	4.1	7.5	13.2	5.8	-0.3					
% Change	Cumulative	17.5	12.7	9.6	9.0	9.9	9.2	7.9					



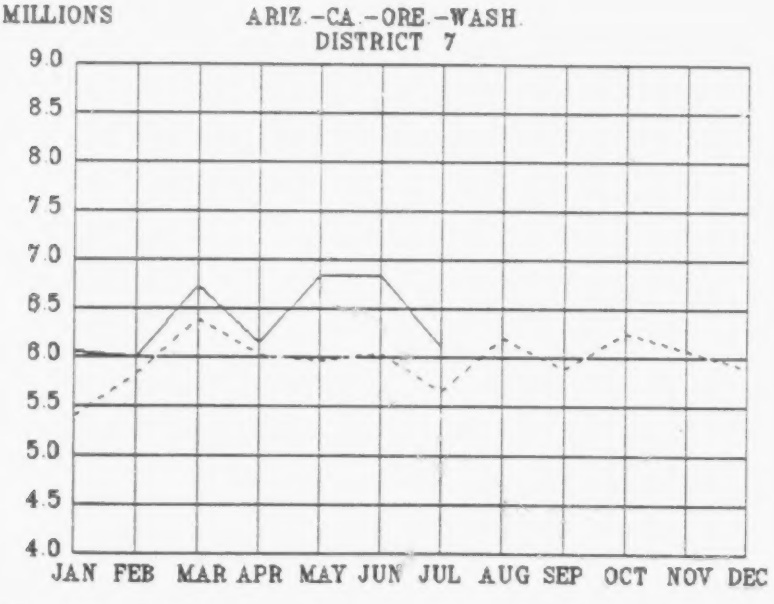
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2					
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8					



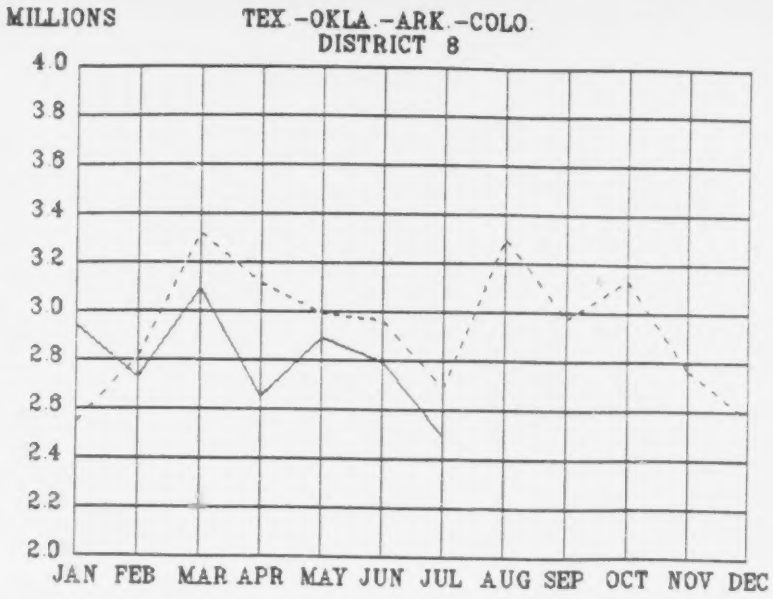
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.7	12.8	2.3	11.4	11.1	5.0	-1.5					
% Change	Cumulative	22.7	17.5	11.6	11.6	11.5	10.3	8.8					



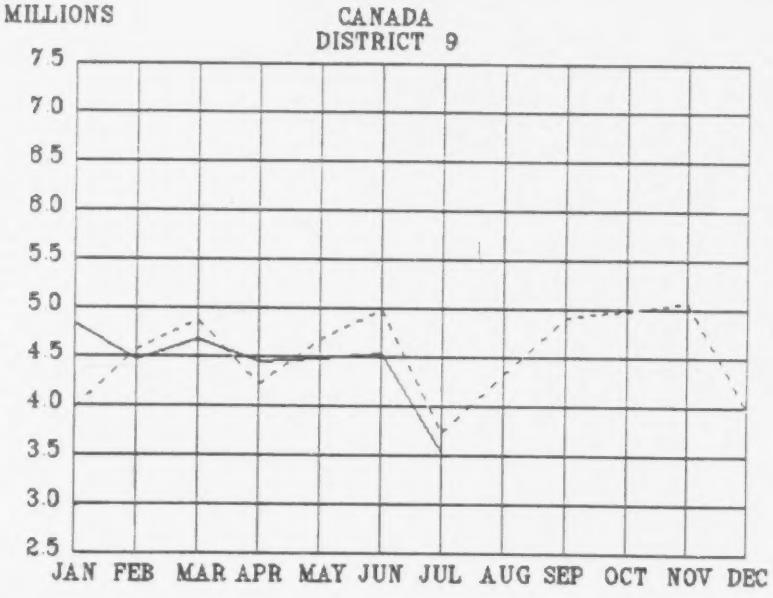
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5					
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.0	3.1	5.4	2.0	14.7	13.4	8.3					
% Change	Cumulative	12.0	7.4	6.7	5.5	7.3	8.4	8.4					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2					
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9	-9.1	-5.6					
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8	0.6	-0.1					